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Carrie (Carrie Dan) Lennart

Surgical Glaucoma Manager, Alcon

Cincinnati, Ohio, United States · Contact info

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Alcon

Miami University

About

Consistently top-performing Executive Sales Professional. Has sold multiple prescription products to Ophthalmologists, Optometrists, Endocrinologists, Urologists, Cardiologists, Dermatologists, Psychiatrists, PCPs and Certified Diabetes Educators in a highly competitive and challenging market. Skilled in delivering effective, persuasive sales' presentations; consultative and customer-focused in their nature. Organized, passionate and energetic self-starter routinely recognized by management for outstanding product knowledge, creative selling strategies, strong work ethic and exceeding customer expectations. Experienced in developing and executing business plans to increase product volume and market share by outlining strategic tactics, activities and resources.

Specialties: Ophthalmology/Optometry Glaucoma specialty representative; Additional expertise in Diabetes and typical co-morbidities; Insulin resistance, Hypertension, Hypercholesterolemia, etc.; Urology, with a focus on mens' health products; Enlarged Prostate (Benign Prostatic Hyperplasia.)

Activity

2,883 followers

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Carrie Lennart reshared a post • 3d

Cataract Equipment Manager - Kentucky (Remote)
Job by Alcon
Kentucky, United States (Remote)

1

Carrie Lennart commented on a post • 3d

Awesome news! Congrats Tad! 👍🙌

53 12 comments

Carrie Lennart commented on a post • 2w

Beautiful tribute Todd! Very thankful for his service and the model he set. ❤️🙏us

25 3 comments

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Experience

Surgical Glaucoma Manager (HYDRUS Microstent)
Alcon · Full-time
Jan 2022 - Present · 6 mos
Cincinnati, Ohio, United States

Glaucoma Surgical Representative Hydrus Microstent
Ivantis, Inc · Full-time

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Jun 2021 - Jan 2022 · 8 mos
Cincinnati Metropolitan Area

Territory Sales Manager
Aerie Pharmaceuticals
Mar 2018 - May 2021 · 3 yrs 3 mos
Cincinnati/Dayton Ohio

President's Club Winner 2018; Ranked 6th out of 100 territories.
District/Regional Sales Trainer-2019-present
2019 Vice Presidents Club Winner (top 20%); 2019 Regional Leadership Award Winner (for Southeast Region)
2020 Vice Presidents Club Winner ranked 16th out of 100 territories (top 20%)

Allergan
6 yrs 8 mos

Executive Specialty Representative
Mar 2015 - Mar 2018 · 3 yrs 1 mo
Cincinnati/Dayton Area

Promoted to Senior Sales Executive (March 2015)
Selected to participate in Emerging Leaders Development Program (2015)
2014 "I Care Award" Recipient- Individual Award for Exemplifying the Spirit of Allergan Eye Care

Senior Territory Manager
Aug 2011 - Mar 2015 · 3 yrs 8 mos
Dayton/Cincinnati, Ohio

Senior Territory Manager Dry Eye/Glaucoma Division Sept 2011-2014 (Ophthalmology/Optometry)
Rookie of the Year Glaucoma Division 2012
2013 "I Care Award" Recipient- Individual Award for Exemplifying the Spirit of Allergan Eye Care
Phoenix Award 2012- Largest Positive Movement within U.S Eye Care Rank in Area
Best Team Award 2012, 2013- Best Team Skills and Successful Partnership in Area
Selected to represent Allergan at the 2012 American Academy of Ophthalmology annual meeting.

Executive Pharmaceutical Consultant
GlaxoSmithKline
Jan 2000 - Jan 2011 · 11 yrs 1 mo
Cleveland, Ohio Area

Sold multiple prescription products over a variety of therapeutic disease states; primarily focusing in areas associated with Diabetes (T2D), complicated Hypertension, Heart Failure (all stages), Cholesterol, Hypertriglyceridemia, Enlarged Prostates (BPH-benign prostatic hyperplasia), Erectile Dysfunction, Overactive Bladder, and others. Experienced in selling to multiple specialties; primarily Endocrinologists, Cardiologists, Urologists, Certified Diabetes Educators, PCPs (primary care physicians) and Pharmacies; Ob/Gyns, Dermatologists, Psychiatrists.

Consistent performance in top 10-25% of District/Region; previous Tier-Winner and recipient of multiple regional initiatives, contests, "spirit" awards. Routinely recognized for exceeding national sales' goals and 100% portfolio selling across multiple quarters. Maintained outstanding call averages (frequency and reach) compared to District, Region and Nation.

Selected to be Trainer as part of national expansion for contract sales force. Multiple years as field sales trainer/mentor for regional new hires. Regional Trainer assistant, during which served as interim regional trainer for periods as needed. Experience planning and facilitating regional and district workshops.

Continuously trained to present effective, consultative, interactive, competitive sales' presentations. Received multiple "expert" rating by managers across various skill set strengths including mastering professional product knowledge, analyzing/owning territory and business, effective business plan execution, selling through effective customer-focused dialogue and providing value to the customer relationship.

Experience selling products across multiple phases of lifecycle including launch of new products, combinations, formulations and indications for use.

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Education

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Promoted

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Communicate smarter on the job with Grammarly. Try now—it's free!

Expert PPC Audit Free
Not Sure If Your Paid Media Is Working For You?

Miami University
BA, Communications/Marketing
Activities and societies: PRSSA (Public Relations Student Society of America), Pi Beta Phi Sorority; VP of Rush, Greek Week Chair, New Pledge Educator

Oakwood High School

Skills

Product Launch

Endorsed by Rick Simoni and 3 others who are highly skilled at this

Endorsed by 2 colleagues at Alcon

69 endorsements

Pharmaceutical Sales

Endorsed by Don Manser and 5 others who are highly skilled at this

Endorsed by 2 colleagues at Alcon

65 endorsements

Urology

Endorsed by Don Manser who is highly skilled at this

Endorsed by 2 colleagues at Alcon

53 endorsements

Show all 20 skills →

Interests

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Tony Robbins
#1 New York Times best-selling author, life and business strategist, philanthropist, entrepreneur
7,171,080 followers

Geoff Martha
CEO & Chairman Of The Board Of Directors at Medtronic
68,542 followers

LinkedIn

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